

AMERICAN INCOME LIFE  
**AIL**  
NILICO

# SPOTLIGHT

JUNE 2007

AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

VOL. 40 NO. 6



## CONVENTION 2007 HIGHLIGHTS FROM SCOTTSDALE

- **Convention - A Pictorial Review**
- **New Labor Advisory Board Members**
- **Scott Smith - Fear Being Average**



Max Quasem - Top Producer of 2006





FROM THE DESK OF:

**Roger Smith**  
*President & CEO*  
*American Income Life*  
*& National Income Life*

## WHAT'S OUR MOTTO AGAIN?

At Convention, I have the chance to get up close and personal with the AIL/NILICO family. The General Session is when I am able to address the Convention attendees, who are among the best and brightest our Company has to offer.

This year, I took the time to revisit the 2007 company motto — *Right Now!* Those who attended the convention heard about the split-moment decisions I have made throughout my life, including my most recent experience on the surgery table.

I mentioned that I have always faced my fears by never hesitating and just jumping into the fire. Otherwise, I have found I end up becoming paralyzed and end up taking no action whatsoever. I want to encourage you to follow my lead.

Don't let your fears hold you back. We all have challenges we need to face, and only hesitation and over-thinking will keep you from succeeding. Think of your goals and dreams and determine what you can do *right now* to make them come true.

As you look at the Convention Highlights in this issue of *Spotlight*, remember that the people in those pictures faced their fears and did not hesitate to embrace their success. That willingness to jump into the breach is what brought them to where they are today.

The 2008 Convention will be held in Puerto Rico, surrounded by beach, sun, and sand. And I bet you want to join us there, don't you? Take the steps *right now* to ensure your place at the winner's table.

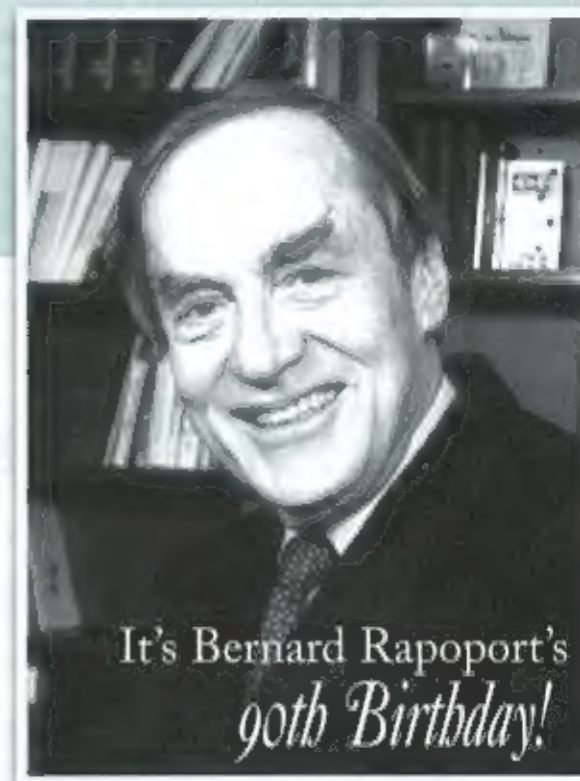


## B's My Month

American Income and National Income's founder will be celebrating his 90th birthday in July. We asked him what he wanted, and he said

*production!*

90 (Years of Age) times \$100 (bonus)  
 = \$9,000 (Net ALP Required)



If you Net just \$9,000 in ALP production in July, you will receive a commemorative plaque, a \$100 bonus, and a personalized letter signed by our founder recognizing your month. PR Reps can also bonus by sending in 9 TGs or 900 leads in the month of July.

*CDU's*  
**But wait! We're having a party too!**

We will fly the following achievers in for a special birthday dinner with Mr. Rapoport in August:

- Top Ten Personal Producers
- Top SGA in each Category  
 (the same qualifier formula as the Mediterranean Contest)
- The Top RGA
- The Top 3 MGAs
- The Top 3 GAs
- The Top SA
- The Top PR Representative in each Category  
 (Categories A&B by cards; Category C by TGs received in July)

**It's all or nothing for the 31 days of July.  
 Good luck, and let's make this a birthday he'll remember!**



### American Income Life

For over half a century, American Income Life Insurance Company has been meeting union families' needs. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says. It will do.

**Home Office**  
 254-761-6400

**Web Sites**  
[www.aillife.com](http://www.aillife.com)  
[www.nillife.com](http://www.nillife.com)

**Recruiting Support**  
[www.aillife.com/rms](http://www.aillife.com/rms)  
[www.aillife.com/recruiting](http://www.aillife.com/recruiting)

### SPOTLIGHT

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## Promotions

### Promoted to 52.5 Percent Supervising Agent

Mary Attie	Gregory Fladger	William Jones	Mark Lefever	Pauline Ruff
Andrea Bennett	Michael Gliwa	Lorie Keller	Sean Martin	Jawoo Sohn
Richard Blake	Olivia Godoy	Rachael Klevis	Michael McIntosh	Daniel Steele
Brian Bowyer	Lisandro Gonzalez	Matthew Krupfl	Elias Mendoza	Dorothy Thompson
Matthew Bruno	Peter Havens	Daniel Kulman	Erin Moyer	James Udell
Jack Chaney	Blake Higuchi	Megan Lambert	Allan Munro	Antoinette Yellock
Melinda Cunningham	Justin Holloway	Lita Lameko	Shawn Norris	
Rebecca Dillon	Jeannette Jackson	Bradly Larsen	Daniel Orr	

### Promoted to 55 Percent Supervising Agent

Angela Agnew	Richard LePore	Thomas Soloweyko
Andrew Antonini	Yvotte Matos	Iryna Sushkova
Felton Drummond	Shaun McDonald	Anarosa Villa
Jason Glenn	Raymond Risucci	Michael Vogel
Lee Jeffers	David Sandoval	Federico Watkins

### Promoted to 57.5 Percent General Agent

Herbert Adams	Lamine Diakhate	Jose Lopes	Theresa Romano
Mark Beckford	Daniel Launius	Matthew Lukesh	Jason Taylor

### Promoted to 60 Percent General Agent

Craig Cassano	David Garbarskiy	Rosalie Zwicker
Bradley Ellison	Pamela Ladd	

### Promoted to Master General Agent

Karen Bennett	Kyle Chuang	Glyn Hurst	Mark McClatchey	Jerome Washington
Raphael Bouchereau	Allan Gilbert	David Jackson	Brian Schreiter	
Cassius Caron	Earle Harris	Yevgeniy Kashkin	Grant Wahlig	

### Promoted to Regional General Agent

Diego Arango-Puerta	Corey Friesen	Byron Paz
Andrew Bishop	Edward Hanna	Amir Sedaghat

### Promoted to State General Agent

Horace Johnson	Scott Sonnenberg
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## Anniversaries

# Happy Anniversary! Thanks for all you do. Congratulations!

### 38 Years of Service

Pater Nielsen

### 26 Years of Service

Bert Feldman

### 25 Years of Service

George Farenthold

### 17 Years of Service

John McCreary

### 16 Years of Service

Herman Libman

### 15 Years of Service

Richard Case

### 14 Years of Service

Joseph Nosse

### 13 Years of Service

Donald Shuck  
Brian Traboulay

### 12 Years of Service

Cheryl Cook  
John Hancock

### 11 Years of Service

Robert Hughes  
Sandra Johnson  
Patrick Parisi

### 10 Years of Service

Vlad Basov  
Arthur Carter  
Baldev Dabha

### 9 Years of Service

Preeti Sahgal

### 8 Years of Service

Julie Aprahamian  
Gregory Engrav  
James Schneider

### 7 Years of Service

Lorena Barriere

### 6 Years of Service

Susan Bergh  
Jim Bianchi  
John Bulecza  
Volodymyr Derevyanyy  
Cindy Furer  
Tracy Haden  
Christopher Hernandez  
Meneluo Perakis  
Casandra Robinson  
Jeremy Welch  
Robert Whittinghill  
Matthew Wolfanger

### 5 Years of Service

Alex Bluhm  
Elaina Bosco  
Robert Boyer  
Nicholas Bromhal  
Chad Deley  
Allan Gilbert  
Yvonne Hernandez  
Daniel Potilechio

### 4 Years of Service

Samson Adelufosi  
Derrick Cook  
Taiwo Daisi  
Steven DiChiaro  
William Gordon  
Bedis Kilani  
Laura Mackin  
Anthony Mele  
Crystal Reeves  
Selena Thammasen  
Rosalie Zwicker

### 3 Years of Service

Nishan Amarasuriya  
Nicholas Engrav  
Rita Haidinger  
Tyler Hunt  
Michael Laramie  
Kelly Pascal  
Randy Teyssier  
James Wallhauser

### 2 Years of Service

Brandon Corkins  
David Guzman  
Mark Hartelius  
William Kidder  
Alina Latinsky  
Natalie Linker  
Jared Mlinarich  
Donald Orban  
Gary Ripley  
Alan Silverman

### 2 Years of Service (cont)

Matthew Sommers  
Joseph Szygiel  
James Tanguay  
Ryan Tucker

### 1 Year of Service

Jared Andrews  
Daniel Armstrong  
Nadine Boudreault  
Jose Castillo  
Deborah Dorn  
Amit Garg  
Sean Hall  
David Hannan  
Keith Houske  
Jason Ihle  
Lynn Krohn  
Adam Lerch  
Michael LiBassi  
Diona Libunao  
Mathew Mealey  
Jesse Nepywoda  
Stephen Roberts  
Jenny Sample  
Michael Sheets  
Kevin Smyth  
Jeffrey Swistowicz  
Keith Thompson  
Courtney Tinck  
Benjamin Vondrak  
Kevin Wilson  
Monique Worotny  
Xiaotian Yao



# Individual Producers



1. Jose Lopes  
Framingham, MA



2. Bianca Zaragoza  
Phoenix, AZ



3. Roger Beals  
Halifax, NS



4. Peter Lila Lilomaiava  
Auckland, NZ



5. Kevin Appasamy  
Winnipeg, MB



6. Lee van Delft  
Halifax, NS



7. Kelly McDonald  
Boise, ID



8. Samantha Chui  
Marietta, GA



9. Devaun Mooney  
Pensacola, FL



10. Benham Halali  
Concord, CA

## May Production

All Time Record to Beat  
Month: \$62,536 Net ALP Zachary Hart

Name	Net ALP	NG <sup>▲</sup>	Rtn	MGA	SGA
1. Jose Lopes	\$23,917		72.5	Melanie Cohen	David Zophin
2. Bianca Zaragoza	22,070		77.3	William Myatt	Steve Hartman
3. Roger Beals	21,844		76.0	Roger Beals	Imran Satti
4. Peter Lila Lilomaiava	21,198	100		Jeff Ribman	Steve Friedlander
5. Kevin Appasamy	20,843		85.6		Rick Altig
6. Lee van Delft	20,352	92		Harjeet Rana	Imran Satti
7. Kelly McDonald	19,877		69.2	Rick Mansfield	Rick Altig
8. Samantha Chui	19,870		76.4	Samantha Chui	Williams-Williams
9. Devaun Mooney	19,605	100		Devaun Moody	Donald Orban
10. Benham Halali	18,728		78.9	Christopher Stephens	Jatoft-Foti
11. Lily Tchen	18,558		70.1	Lily Tchen	Cohen-Cohen
12. Robert Ulreich	17,322		86.1	Steven Foti	Jatoft-Foti
13. Athar Sheikh	16,682	100		Byron Paz	Josh Chalom
14. Joseph Moskwa	15,969	100		Rodney Ward	Paul Rumbac
15. Pejman Madarshahian	15,611	85		Sabrina Lloyd	Barry Dillah
16. Edward Hanna	15,609		73.3	Edward Hanna	Tom Williams
17. Selina Aslata	15,526	99		Taina Lameko	Steve Friedlander
18. Salman Quadri	15,445	100		Godley Varghese	Theodore Pappas
19. Marinela Achim	15,415		77.4	David Solomonov	Josh Chalom
20. Fialelei Naititi	15,410	99		Jeff Ribman	Steve Friedlander

▲ Percentage of Net to Gross

## YTD Production

All Time Record to Beat  
YTD: \$278,449 Net ALP Zachary Hart

Name	Net ALP	NG <sup>▲</sup>	Rtn	MGA	SGA
* 1. Max Quasem	\$96,438		84.6	Earnest Loveless	Cohen-Cohen
* 2. Samantha Chui	83,581		76.4	Samantha Chui	Williams-Williams
* 3. Jose Lopes	83,327		72.5	Melanie Cohen	David Zophin
* 4. Steven Stensrud	82,336		81.9	Steven Stensrud	Rick Altig
* 5. Benham Halali	82,331		78.9	Christopher Stephens	Jatoft-Foti
* 6. Kelly McDonald	78,474		69.2	Rick Mansfield	Rick Altig
* 7. Helen Taylor	72,440		76.6	Harpreet Gujral	Rick Altig
* 8. Ruben Soberanes	71,968		71.8	Doreen Ryan-Foti	Jatoft-Foti
* 9. Yvonne Hernandez	68,667		82.7		Cohen-Cohen
* 10. Timothy Cruise	68,430		76.1		Altig-Orlovic
11. Bianca Zaragoza	67,614		77.3	William Myatt	Steve Hartman
12. Robert Ulreich	66,735		86.1	Steven Foti	Jatoft-Foti
13. Daniel Potilechio	64,415		83.6	David Wang	Bob Olson
14. Dean Bauman	63,379	82		Zachary Hart	Mat Hart
15. Danilo Gomez	61,495	82		Robert Harris	Mat Hart
16. Frank Jendusa	61,364	83		Rebecca Klebsch	Joe Manone
17. Scott Remmey	61,129		78.8		Eric Giglione
18. Theresa Bellajaro	60,876		81.0	Christopher Clark	Rick Altig
19. Karen Stockwell	60,556		72.4	Megan Olson	Steve Hartman
20. Stephen Bendure	59,599	79		Timothy Clark	Surace-Smith

▲ Percentage of Net to Gross



# American Income & National Income Proudly Present Our New Labor Advisory Board Members



## William Hite

General President  
United Association of Journeymen and Apprentices  
of the Plumbing and Pipe Fitting Industry of the  
United States and Canada

William P. Hite is serving as General President of the United Association. Previously, he served as Assistant General President from 2001-2004 and has been a UA member for thirty-seven years.

William is a third generation UA member. The UA is in his blood, and William started his apprenticeship on January 1, 1968 and became a journeyman in 1972.

He was elected as a Delegate to his first UA Convention in 1981 and was soon appointed to other positions such

as Business Agent, Assistant Business Manager, and Financial Secretary-Treasurer of his local. At the 1996 UA Convention, he was elected International Representative and was assigned Illinois and portions of Indiana.

In June, 1999, he was appointed as Administrative Assistant to the General President. Then at the 2001 Convention, he was elected Assistant General President. He spent four years in that position. On December 1, 2004, he was elected General President.



## Frank Hurt

International President  
The Bakery, Confectionery, Tobacco Workers and  
Grain Millers International Union

Frank Hurt's association with BCTGM began in March 1972, when he joined the ranks of B&C Local 57 as an employee at a grocery store's bakery. In February 1975, he became the local union's business agent. He joined the international union staff on July 1, 1979.

In September 1982, then International President John DeConcini appointed Hurt as director of the organization, a position he held until his election as executive vice president. Prior to 1982, Hurt served as an international representative, based in Columbus, Ohio and covered Region II.

From September 1991 to his election as president, Hurt served as International Secretary-Treasurer. His service as secretary-treasurer followed a 13-month term as the union's executive vice president.

Hurt was elected president of the International Union at the General Executive Board meeting on March 13, 1992, to succeed retiring President DeConcini. Hurt first took office on October 1, 1992. He was elected to his first full term as International President at the union's 34th Constitutional Convention in 1994 and has been re-elected at the 1998, 2002 and 2006 Conventions.



## D. Michael Langford

President  
Utility Workers Union of America

D. Michael Langford began his association with the UWUA during his employment at the Detroit Edison Company in 1978. In 1984, he was elected as bargaining unit chairman of the Monroe Power Plant division of Local 223 and held that position until elected Treasurer in 1988. A decade later, he was elected as President of his local.

Langford held the position of his local's presidency until his election as National Executive Vice President at the 27th Constitutional Convention in June 2003. Three years later, he became the National President.

He currently serves on the Board of Trustees of the Council for Adult Experimental Learning. This is a non-profit organization dedicated to expanding learning opportunities for working adults by developing and managing effective learning strategies and implementing them through partnerships with employers, higher education, government, and labor. Langford also recently agreed to serve as co-chair of the steering committee for the Council on Competitiveness, which is embarking on the Energy, Innovation & Sustainability Initiative and plans to accelerate the U.S. transition to a sustainable energy system.



## Jeff Rechenbach

Executive Vice President  
Communications Workers of America

Jeff Rechenbach's history with CWA began in 1971 when he started working with the Ohio Bell Telephone Company at the age of 17. A mere two years later, he was elected as president of the 2,000 member Local 4309. Soon after, he was appointed as a CWA staff representative for Ohio Bell workers.

In 1994, Rechenbach served as vice president for CWA's Midwestern district, and he held that position for three terms. He was elected vice president of the CWA in 2005 by delegates of the union's 67th Convention. With this appointment, he headed up the union's legislative and

political program.

In addition to his work with CWA, Rechenbach has also been involved with many community, civic, and church activities. He previously served on the board of the Telephone Credit Union, Ohio's Joint Legislative Committee on High Technology Business, and the Ohio Telecommunications Advisory Council. Additionally, he was a delegate to the Democratic National Convention, where he served on the party's platform committee, and in 1994 he was elected as vice president of the Ohio AFL-CIO.

# Welcome Gentlemen!



## Supervising Agents



1. Ryan Vopat  
Cleveland, OH



2. Michael van Delft  
Halifax, NS



3. Lorenzo Lamcko  
Auckland, NZ

All Time Record to Beat  
Month: \$68,050 Net ALP Mary Ann Gaelic

### May Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Ryan Vopat	\$27,732	\$26,749	87		Michael Vasu	Surace-Smith
2. Michael van Delft	25,224	23,690	91		Harjeet Rana	Imran Satti
3. Lorenzo Lamcko	22,098	31,358	98		Jeff Ribman	Steve Friedlander
4. Dennis Titcombe	21,358	28,222		83.8	Harjeet Rana	Imran Satti
5. Adam Lerch	15,688	27,053	91		Doreen Ryan-Foti	Jatof-Foti

All Time Record to Beat  
YTD: \$443,893 Net ALP Mary Ann Gaelic

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Raymond Risucci	\$78,777	\$114,337		82.3	Dorian Oldham	Durhon Oldham
2. Scott Fenton	78,589	119,672	91		Matthew Wolfanger	Durhon Oldham
3. Dawn McElwain	65,058	100,550		71.7	Jim Bianchi	Durhon Oldham
4. Ryan Vopat	60,745	104,719	87		Michael Vasu	Surace-Smith
5. Dennis Titcombe	56,316	79,622		83.8	Harjeet Rana	Imran Satti

Supervising Agent selection guidelines for recognition in the Spotlight are as follows: Must have one First Year Agent coded and meet all production requirements.

## General Agents



1. Brian Allt  
Halifax, NS



2. Tierra Bullock  
Raleigh, NC



3. Michael Boyer  
Troy, MI



4. Michael Quirk  
Denver, CO



5. Mathew Propst  
Altamonte Springs, FL

All Time Record to Beat  
Month: \$111,262 Net ALP Eric Neal

### May Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Brian Allt	\$56,550	\$64,957	90		Harjeet Rana	Imran Satti
2. Tierra Bullock	31,671	37,096	94		James Bailey	Slav Bitman
3. Michael Boyer	25,017	42,009	89		Rodney Ward	Paul Rumbuc
4. Michael Quirk	22,744	29,033	93		Joshua Riehl	Bill Jennings
5. Mathew Propst	22,187	23,701	80		Diego Arango-Puerta	Matt Henderson
6. Kevin Citizen	21,078	25,889	81		Jeremy Welch	Slav Bitman
7. David Kearns	19,281	20,564	95		Byron Paz	Josh Chalom
8. Cynthia Sittig	17,200	33,668		74.6	Scott Keeney	Durhon Oldham
9. JoAnne Marks	16,731	20,895	83			Carla Miller
10. David Kinsella	16,138	17,690	89		Todd Engelson	Alt.-Orl.-Vene.

All Time Record to Beat  
YTD: \$864,620 Net ALP

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Brian Allt	\$213,624	\$235,699	90		Harjeet Rana	Imran Satti
* 2. Robert Gerdes	128,517	137,872		74.2	Rebecca Klebsch	Joe Manone
* 3. Pamela Ladd	119,919	214,375		75.2	Dorian Oldham	Durhon Oldham
* 4. Michael Boyer	102,835	154,334	89		Rodney Ward	Paul Rumbuc
* 5. Richard Correa	81,819	123,548		81.3	Steven DiChiaro	Bill Jennings
6. David Kinsella	79,405	92,085	89		Todd Engelson	Alt.-Orl.-Vene.
7. Laura McCurry	67,814	94,471		75.3	James Bailey	Slav Bitman
8. Benjamin Foti	65,035	166,884		74.8	Cheryl Foti	Jatof-Foti
9. Brandon Braun	61,857	101,909		73.2	Rodney Ward	Paul Rumbuc
10. Thomas VanOsdol	60,481	113,393		71.8	Jim Bianchi	Durhon Oldham

General Agent selection guidelines for recognition in the Spotlight are as follows: Must have two First Year Agents coded and meet all production requirements.



# Convention 2007 in Scottsdale

## A Pictorial Review

### Welcome Reception

The Convention attendees gathered to celebrate being at the lovely Fairmont Scottsdale Princess.



### President's Club Reception

The members of the 2006 President's Club enjoyed a reception at the invitation of President and CEO Roger Smith. At the evening's event, the attendees received their President's Club rings and bonus checks.



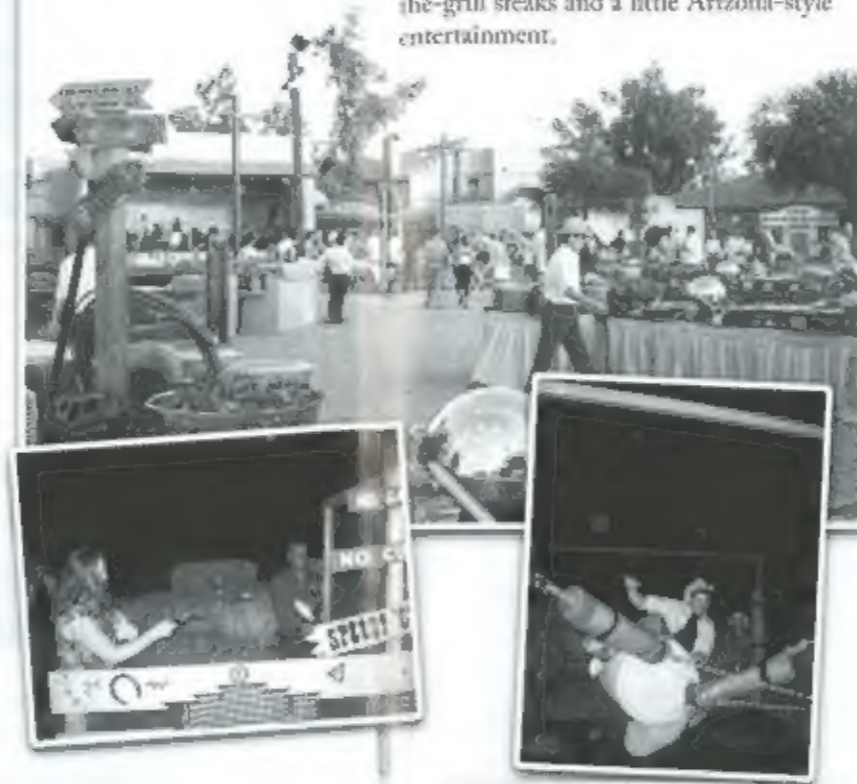
### General Session

The morning's events included speeches by President Roger Smith, Executive Vice President Scott Smith, and company founder Bernard Rapoport, followed by *The Tonight Show*.



### Western Party and BBQ

There's nothing better than fresh-off-the-grill steaks and a little Arizona-style entertainment.



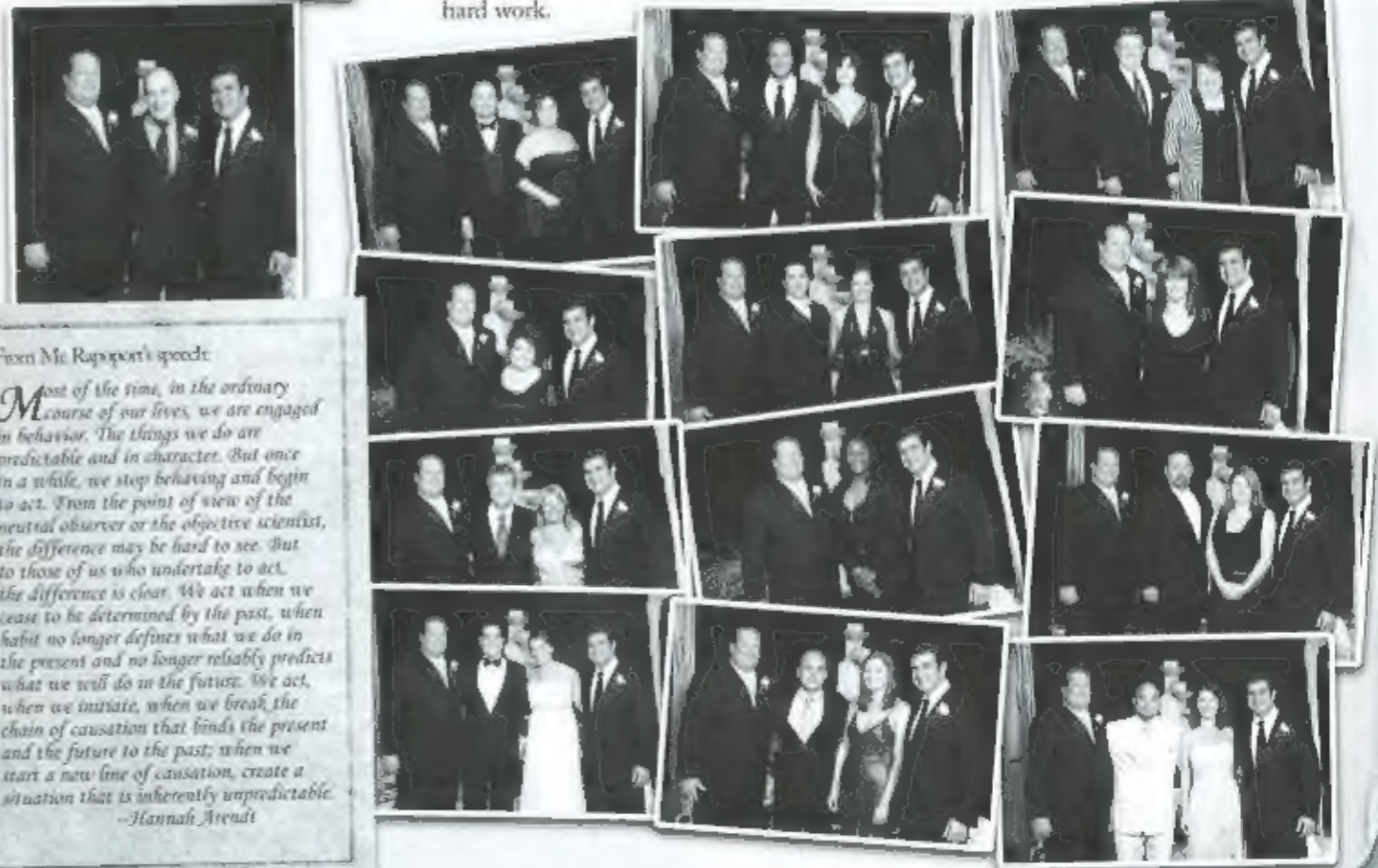
### Casual Time

The attendees had the chance to relax poolside and at the cantina.



### Awards Ceremony

What convention is all about! Our award winners were brought onstage in front of their peers and received the recognition and praise they so rightly deserved for all of their hard work.



From Mr. Rapoport's speech:

*Most of the time, in the ordinary course of our lives, we are engaged in behavior. The things we do are predictable and in character. But once in a while, we stop behaving and begin to act. From the point of view of the neutral observer or the objective scientist, the difference may be hard to see. But to those of us who undertake to act, the difference is clear. We act when we cease to be determined by the past, when habit no longer defines what we do in the present and no longer reliably predicts what we will do in the future. We act, when we initiate, when we break the chain of causation that binds the present and the future to the past; when we start a new line of causation, create a situation that is inherently unpredictable.*

—Hannah Arendt



# MEMO

There have been some changes to the Year to Date Awards, including an increase in the bonus amounts and the addition of a second place RGA recognition. We have listed the awards below, and we hope these changes give you the extra push you might need to really give it all you've got. Good luck to all of our future award winners!

## Personal Producers, SAs, GAs, MGAs

Year-To-Date award winners must have 78 percent net to gross (from AP&P report) or a 68 percent retention rate to be eligible for recognition. Net to gross only will be used through the 8th month. At 9 months, 68 percent retention will be required.

### Top Ten Producers

1st Place	Award & \$4,000
2nd Place	Award & \$2,500
3rd Place	Award & \$2,250
4th Place	Award & \$2,000
5th Place	Award & \$1,750
6th Place	Award & \$1,500
7th Place	Award & \$1,500
8th Place	Award & \$1,500
9th Place	Award & \$1,500
10th Place	Award & \$1,500

### Supervising Agents

1st Place	Award
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### General Agents

1st Place	Award
2nd Place	Award
3rd Place	Award
4th Place	Award
5th Place	Award

### Master General Agents

(65%, 68% & 70% - Agency Production)

1st Place	Award
2nd Place	Award
3rd Place	Award
4th Place	Award
5th Place	Award

### Regional General Agents

1st Place	Award
2nd Place	Award

## State General Agents

Must meet YTD SGA standard as of December 31, 2007 with 78 percent net to gross (from AP&P report) or a 68 percent retention rate.

Category I	Award
Category II	Award
Category III	Award

Category IV	Award
Category V	Award
Category VI	Award

Category VII	Award
Category VIII	Award

## Public Relations

PR Representatives - Obtain 17,250 Cards or 77 Endorsed Groups (REWs, NEWs, ORIs - IGs, PGs, TGs) All ORIs will count as double credit. A PR Rep can qualify under only one method. They do not get a double qualification by signing 77 TGs and acquiring 17,250 lead cards.

Category A	
1st Place	Award & \$1,800
2nd Place	Award & \$1,300

Category B	
1st Place	Award & \$1,800
2nd Place	Award & \$1,300

Category C	
1st Place	Award & \$1,800
2nd Place	Award & \$1,300

\*In the event of a tie for the number of groups in Category C, we will use the most number of leads generated to be the tie breaker.

In addition, a \$3,000 bonus will be presented to the PR Representative with the most cards generated for the year 2007. A \$1,000 bonus will also be given to the PR Representative who places second with the most cards generated for the year 2007.

PR Managers - Obtain 52,500 Cards and must have at least 2 active Public Relations Representatives coded to them as of December 31, 2007.

### PR Managers

1st Place	Award
2nd Place	Award



# \$Show Me the Money\$

## Retention Bonus\*

Qualifier	SGA	Amount
Jose Lopes	David Zophin	\$4,227.95
Bianca Zaragoza	Steve Hartman	\$4,193.31
Kevin Appasamy	Rick Altig	\$4,168.63
Roger Beals	Imran Satti	\$3,916.62
Benham Halali	Jatoft-Foti	\$3,558.35
Robert Ulreich	Jatoft-Foti	\$3,464.41
Samantha Chui	Williams-Williams	\$3,378.02
Kelly McDonald	Rick Altig	\$3,180.44
Marinela Achim	Josh Chalom	\$3,092.92
Peter Liia Lilomaiava	Steve Friedlander	\$3,054.53
<b>Total Retention Bonus Paid:</b>		<b>\$425,541.97</b>
483 Producers Qualified		

## PR Bonus\*

Qualifier	SGA	Amount
Darrell Dorey	Imran Satti	\$9,178.50
Rona Pileggi Spano	Bob Olson	\$6,249.78
Timothy Farr	Paul Rumbuc	\$5,460.00
Larry Lozano	Jatoft-Foti	\$3,184.65
Mark Gagliardi	Jatoft-Foti	\$3,090.16
Sara Thrailkille	Steve Greer	\$2,422.25
Susan Cooksey	HO DC	\$2,082.04
Alina Latinsky	Paul Rumbuc	\$2,053.50
Jacqueline deVooght	Rick Altig	\$1,995.00
Susan Pate	Chris Hernandez	\$1,923.00
<b>Total PR Bonus Paid:</b>		<b>\$71,559.97</b>
102 PR Reps Qualified		

## MGA Bonus\*

Qualifier	SGA	Amount
Harjeet Rana	Imran Satti	\$22,625.56
Jeff Ribman	Steve Friedlander	\$14,187.52
Randy Teyssier	Chris Hernandez	\$8,232.11
James Bailey	Slav Bitman	\$6,847.71
Cheryl Foti	Jatoft-Foti	\$6,750.36
Scott Keeney	Durhon Oldham	\$6,217.26
Rodney Ward	Paul Rumbuc	\$5,527.18
Michael O'Rourke	Scott Latta	\$5,000.50
David Hausman	Eric Giglione	\$4,883.95
Christopher Stephens	Jatoft-Foti	\$4,718.53
<b>Total MGA Bonus Paid:</b>		<b>\$234,275.71</b>
110 Managers Qualified		

## BR Bonus\*

Qualifier	SGA	Amount
Taina Lameko	Steve Friedlander	\$5,662.50
Brian Allt	Imran Satti	\$3,206.95
Randy Teyssier	Chris Hernandez	\$3,074.28
Lorenzo Lameko	Steve Friedlander	\$3,054.53
Michael van Delft	Imran Satti	\$2,938.46
Michael Boyer	Paul Rumbuc	\$2,808.82
David Kearns	Josh Chalom	\$2,325.52
Harjeet Rana	Imran Satti	\$2,309.77
Robert Harris	Mat Harr	\$2,223.86
Christopher Stephens	Jatoft-Foti	\$2,122.39
<b>Total BR Bonus Paid:</b>		<b>\$160,898.32</b>
209 Managers Qualified		

## Reinstatement Bonus\*

Qualifier	SGA	Amount
David Jackson	Tom Williams	\$1,656.07
Balvino Cardoza	Cohen-Cohen	\$1,294.25
Sami Mogannam	Jatoft-Foti	\$1,123.33
Timothy Dawe	Bob Olson	\$989.37
Tim Krueger	James Logan	\$978.18
Yvonne Hernandez	Cohen-Cohen	\$799.08
Hank Gordon	Bob Olson	\$778.96
Julie Wells	Chris Hernandez	\$735.48
Amir Sedaghat	Rick Altig	\$537.95
Lorena Barriere	Cohen-Cohen	\$265.02
<b>Total Reinstatement Bonus Paid:</b>		<b>\$18,553.26</b>
68 Producers Qualified		

\* Only the top ten qualifiers in each bonus category are shown. A full list of bonus qualifiers is provided on the inserts accompanying this magazine.



## Master General Agents



1. Harjeet Rana  
Halifax, NS



2. Jeff Ribman  
Auckland, NZ



3. Sabrina Lloyd  
Columbia, MD



4. James Bailey  
Raleigh, NC



5. Joshua Goodman  
Denver, CO

All Time Record to Beat

Month: \$250,859 Net ALP Jim Bianchi

### May Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Harjeet Rana	\$110,422	\$147,933		74.0	Imran Satti
2. Jeff Ribman	84,921	96,362		68.6	Steve Friedlander
3. Sabrina Lloyd	52,420	51,324	83		Barry Dillish
4. James Bailey	45,302	64,945		77.8	Slav Bitman
5. Joshua Goodman	42,629	60,536		68.5	Bill Jennings
6. Randy Teysaier	41,601	55,640		69.3	Chris Hernandez
7. Scott Keeney	39,851	53,059		71.8	Durhon Oldham
8. Rodney Ward	37,148	63,849		76.4	Paul Rumbuc
9. Cheryl Foti	33,607	90,418		75.7	Jatof-Foti
10. Christopher Stephens	32,895	73,180		68.3	Jatof-Foti

All Time Record to Beat

YTD: \$2,168,283 Net ALP Paul Rumbuc

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Harjeet Rana	\$441,339	\$650,407		74.0	Imran Satti
* 2. Jeff Ribman	269,950	345,620		68.6	Steve Friedlander
* 3. Mitchell Duplantis	223,492	241,414		76.8	Marc Rosen
* 4. James Bailey	197,064	260,133		77.8	Slav Bitman
* 5. Joshua Goodman	196,712	303,160		68.5	Bill Jennings
6. Rebecca Klebsch	191,590	280,180		77.6	Joe Manone
7. Rodney Ward	185,236	295,032		76.4	Paul Rumbuc
8. James Palmes	174,443	200,329		69.3	TJ Rowell
9. David Guzman	170,662	203,989		68.8	Surace-Smith
10. Arthur Greene	167,530	238,982		69.1	Paul Rumbuc

Master General Agent selection guidelines for recognition in the Spotlight are as follows: Must have four First Year Agents coded and meet all production requirements.

## Regional General Agents



1. Jim Bianchi  
Rochester, NY



2. Harjeet Rana  
Halifax, NS



3. Joshua Goodman  
Denver, CO

All Time Record to Beat

Month: \$470,822 Net ALP Jim Bianchi

### May Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$168,409	\$343,621		73.1	Durhon Oldham
2. Harjeet Rana	117,862	199,673		74.2	Imran Satti
3. Joshua Goodman	91,879	142,658		70.5	Bill Jennings
4. Sonny Gurney	81,293	195,602		69.8	Paul Rumbuc
5. Francisco Perez	69,095	116,673		70.5	Theodore Pappas

All Time Record to Beat

YTD: \$4,392,067 Net ALP Jim Bianchi

### YTD Production

Name	1 <sup>st</sup> Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$1,082,436	\$2,283,436		73.1	Durhon Oldham
* 2. Zachary Hart	514,143	567,340		72.0	Mat Hart
3. Sonny Gurney	513,425	1,192,653		69.8	Paul Rumbuc
4. Harjeet Rana	470,996	813,317		74.2	Imran Satti
5. Joshua Goodman	419,923	742,924		70.5	Bill Jennings



## MAY CATEGORY II

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		69.6	\$145,707	\$126,000	116	\$263,887
Imran Satti		72.4	118,057	110,000	107	216,095

## MAY CATEGORY III

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Steve Friedlander		74.2	\$94,766	\$93,600	101	\$143,004

## MAY CATEGORY V

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Slav Bitman		70.7	\$83,626	\$65,000	129	\$132,212

## MAY CATEGORY VI

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Donald Orban	91		\$53,777	\$32,500	165	\$56,844
Mark Gorman	87		32,057	32,000	100	44,338

## MAY CATEGORY VIII

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Chris Hernandez	97		\$72,318	\$31,075	233	\$100,573
Barry Dillah	82		64,754	33,300	194	74,764
Scott Latta	94		39,789	22,500	177	41,499
Matthew Hogan	86		35,080	33,300	105	42,230

## YTD CATEGORY I

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Surace-Smith		70.7	\$797,113	\$940,900	85	\$1,685,239

## YTD CATEGORY II

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		69.6	\$796,458	\$630,000	126	\$1,479,672

## YTD CATEGORY V

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Slav Bitman		70.7	\$421,180	\$325,000	130	\$614,752

## YTD CATEGORY VI

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Mark Gorman	87		\$110,779	\$96,000	115	\$145,286

## YTD CATEGORY VII

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Marc Rosen		75.3	\$398,646	\$244,300	163	\$450,283

## YTD CATEGORY VIII

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Barry Dillah	82		\$158,739	\$134,100	118	\$234,666

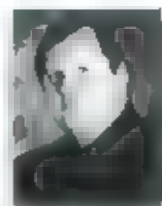


## PR Manager



Charles Hill  
Concord, CA

## Category A



Larry Lozano  
Concord, CA



Darrell Dorey  
Halifax, NS

## Category B



John Kelher  
Atlanta, GA



Paul Winslow  
St. Louis, MO

## Category C



Susan Fuldauer  
Indianapolis, IN



Brett Hulme  
Atlanta, GA

## May Production

PR Manager	No. Cards	SGA
1. Charles Hill	10,969	Jatoft-Foti
2. Debbie Enstedt	10,648	Rick Altig
3. Malka Arony	7,273	HO LA/Hartman

### All-Time PR Card Production Record

Month: 18,960 cards

Category A	No. Cards	SGA
1. Larry Lozano	5,931	Jatoft-Foti
2. Darrell Dorey	5,798	Imran Sarti
3. Mark Gagliardi	4,112	Jatoft-Foti
4. Timothy Farr	3,784	Paul Rumbac
5. Malka Arony	2,800	HO LA/Hartman

Category B	No. Cards	SGA
1. John Kelher	4,557	HO Georgia
2. Paul Winslow	2,307	HO St. Louis
3. Susan Cooney	1,970	HO DC
4. Sara Thrallkille	1,959	Steve Greer
5. Demetrius Harris	1,559	HO St. Louis

### All-Time PR Group Production Record

Month: 55 groups Vivian Dwyer

Category C	Groups	SGA
1. Susan Fuldauer	14	Mark Hancock
2. Brett Hulme	14	HO Georgia
3. Becky Curler	12	Bill Jennings
4. Cheryl Cook	10	Durham Oldham
5. Kenneth Altizer	7	Marc Morton

## YTD Production

PR Manager	No. Cards	SGA
*1. Debbie Enstedt	62,709	Rick Altig
*2. Malka Arony	34,900	HO LA/Hartman
3. Charles Hill	28,841	Jatoft-Foti

### All-Time PR Card Production Record

YTD: 61,879 cards Denise Bowyer

Category A	No. Cards	SGA
*1. Malka Arony	14,496	HO LA/Hartman
*2. Mark Gagliardi	13,540	Jatoft-Foti
3. Renee Plannery	12,324	Surace-Smith
4. Larry Lozano	10,579	Jatoft-Foti
5. Daryl Barnett	10,342	Rick Altig

Category B	No. Cards	SGA
*1. Robin Andrade	10,298	HO MA
*2. Paul Winslow	8,639	HO St. Louis
3. Laurie Onasch	7,338	Manone/Altig
4. Vivian Dwyer	7,009	Altig-Hay/Birman
5. Denis St-Pierre	6,962	Altig-Lyze

### All-Time PR Group Production Record

YTD: 136 groups Kenneth Altizer

Category C	Groups	SGA
*1. Richard Case	46	Surace-Smith
*2. Kenneth Altizer	36	Marc Morton
3. Susan Fuldauer	29	Mark Hancock
4. Jerry Hartnett	29	Surace-Smith
5. John Wagner	24	Steve Jakubczak

Category A = SGA categories one and two. Category B = SGA categories three, four, five, six, seven, and eight. Category C = Top number of group credits signed from all SGA categories. Public Relations Manager selection guidelines for recognition in the *Spotlight* are as follows: *Must have two PR Representatives coded and meet all production requirements.* Also, please note, the number of leads will be used to break a tie in Category C.



# Mediterranean Cruise Contest

Contest ends June 30, 2007. All agents who are active and in good standing as of 6/30/07 are eligible to participate. Contest is open to all agents who are active and in good standing as of 6/30/07.

## SGAs

		% Net ALP Growth			
I	Surace Smith	100.26	85	118	100.99
II	Alrig-Orlovic	154.57	126	170	150.33
III	Steve Hartman	127.40	67	106	99.92
IV	Josh Chalom	111.43	48	95	84.98
V	Slav Bitman	140.91	130	90	120.17
VI	Chris Hernandez	84.23	93	144	107.20
VII and VIII	Mark Rosen		163	107	135.29

## RGA

Name	Codes with \$1,000	YTD Net ALP	
Jim Blanch	64	\$668,994	Darhon Oldham

## MGAs

Name	Codes with \$1,000	YTD Net ALP	
Harjeet Rana	18	\$269,187	Imran Satti
James Bauley	15	179,786	Slav Bitman
Jeff Ribman	15	165,265	Steve Friedlander

## GAs

Name	Codes with \$1,000	YTD Net ALP	
Taina Lameko	10	\$139,052	Steve Friedlander
David Knaella	7	100,887	Alrig-Orlovic
Brian Alit	7	100,744	Imran Satti

## SA

Name	Codes with \$1,000	YTD Net ALP	
Ryan Vopat	4	\$60,352	Surace-Smith

## Personal Producers

Max Quasem	\$96,438	Cohen-Cohen
Samantha Chui	83,581	Williams-Williams
Jose Lopes	83,327	David Zophin
Steven Stensrud	82,336	Rick Altig
Benham Halali	82,331	Jatofi-Foti
Kelly McDonald	78,474	Rick Altig
Helen Taylor	72,440	Rick Altig
Ruben Soberanes	71,968	Jatofi-Foti
Yvonne Hernandez	68,667	Cohen-Cohen
Timothy Cruise	68,430	Alrig-Orlovic

## PR Reps

A	Mark Gagliardi	13,540	Jatofi Foti
B	Vivian Dwyer	7,009	Carla Miller
C	Richard Case	47 groups	Surace-Smith

# insight



FROM THE DESK OF

Scott Smith

## Fear Being Average

By the time this article reaches you, the New Agent Bonus and Guaranteed Advance programs for agents in their first 8 months will have been in effect since July 1, 2007. These programs substantially raise the weekly income of producers who consistently write more than \$1,000 Gross ALP per week. I want to explain the company philosophy and, more importantly, be sure everyone understands that the goal of this plan is not to encourage people to only write \$1,000 a week, but to encourage each field producer to consistently write more business.

First, we need to understand that the world is made up of average performers. While there are both super stars and falling stars, the majority of performers are just average. It's a fact. In order to achieve excellent results with average stars, we must have consistent execution.

We are encouraging the entire sales force to be consistent. We have just implemented a bonus program that rewards consistent field production every week — every agent in their first 8 contract months has an opportunity to reap additional rewards with this new bonus. We have made the decision to take another step towards increasing the retention of these new agents by basically moving some future renewal money into their paycheck earlier in their career.

Being consistent, however, is not the only key to success. Writing \$1,000 a week should be considered your minimum, not your routine. Falling into a

routine of writing just \$1,000 a week is resigning yourself to being average. If you are happy to just remain average, you will never stand out; if you fear it, you will begin to strive towards being above average, and your success is guaranteed. Fear of being average is a great motivator.

Of course at AIL/NILICO, hiring the best will always be our mission. Our company is privileged to have many of the finest sales people in the world. Our challenge, however, is to elicit consistent performance from every producer and to find a financial home for average performers to encourage their retention and growth. The more this goal is realized, the more our company will grow.

For a long time, we have considered \$1,000 to be a mediocre level of weekly production. That is because all of the people in the company who evaluate performance were top performers themselves at some point in their careers. A top performer can earn a decent income at AIL/NILICO that increases substantially with every year of service through the renewals process, but what about people who do not possess the potential or skills of a top performer? Each and every one of you has the potential to become one of the top producers by challenging yourself to be better than the average.

Don't get stuck in the \$1,000 weekly production mode. Fear being average and consider the minimum to be your safety net, not your standard.

## Contest Deadline

Sales - June 30, 2007  
PR - July 31, 2007

For full contest guidelines, visit [www.aillife.com/Agency/Spotlight/mainytl.htm](http://www.aillife.com/Agency/Spotlight/mainytl.htm)

Please note: contest winners will





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# Public Relations Bonus

	\$4,278.50
	\$4,249.80
	\$5,460.00
	\$3,184.65
	\$3,090.16
	\$2,422.25
	\$2,082.04
	\$1,083.50
	\$1,988.00
	\$1,973.00
	\$1,844.50
	\$1,780.50
	\$1,569.00
	\$1,452.50
	\$1,424.50
	\$1,348.50
	\$1,274.00
	\$1,273.50
	\$1,219.50
	\$1,194.63
	\$1,024.00
	\$1,013.78
	\$1,007.91
	\$869.00
Beate Hulme	\$867.00
	\$863.50
	\$811.50
Alexis A. Mathis	\$725.80
	\$658.50
	\$616.50
	\$544.20
	\$495.76
	\$464.57
	\$46.00
Coak	\$433.50
John Alizer	\$391.00
	\$387.00
	\$350.00
	\$334.50
Vivian Dwyer	\$329.50
	\$324.00
	\$298.50
James Tasker	\$291.00
Cynthia Lavren	\$288.00
Michelle Baxter	\$285.50
Susan Fuldner	\$279.00
	\$278.50
	\$275.00
Sandra Johnson	\$268.00
Steven Orcheron	\$264.00
Mario Soller	\$248.00
Frances Christie	\$239.50

	\$1,800.00
	\$1,024.00
	\$704.38
	\$201.75
	\$195.00
	\$176.54
	\$171.00
	\$162.25
	\$162.00
	\$160.00
	\$143.00
	\$133.50
	\$132.50
	\$117.50
	\$116.63
	\$108.50
	\$108.00
	\$88.50
	\$85.50
	\$81.00
	\$75.00
	\$64.50
	\$63.00
	\$50.00
	\$42.00
	\$39.00
	\$37.50
Randy Stockler	\$35.50
	\$34.50
	\$31.50
	\$26.50
	\$25.00
	\$23.25
	\$17.00

JANUARY  
FEBRUARY  
MARCH

MAY

2001

**\$34,250.64**



# MGA Bonus

## May Bonus Qualifiers

Harpert Raina	\$22,625.56	Erin Marie Amador	\$1,562.23	Travis Moody	\$759.40
Jeff Rubin	\$14,187.52	Victor Avellan	\$1,546.95	Brenna Swanson	\$714.25
Randy Cooper	\$8,232.11	Kevin New	\$1,507.59	Walter Low	\$692.66
James Bailey	\$6,847.7	Nat Schuckert	\$1,502.15	Aaron Silverman	\$655.67
Conroy Pate	\$6,750.36	Erin Adams	\$1,492.21	Tom Jamison	\$632.31
Scott Kennedy	\$6,217.26	John Wang	\$1,485.34	John Lipp	\$621.76
Rodney Ward	\$5,527.10	John Collins	\$1,475.91	James Larkin	\$619.42
Matthew Conk	\$5,000.50	John Collins	\$1,417.46	Ronald Zwicker	\$619.18
Dawn Johnson	\$4,881.95	Greg Squires	\$1,414.99	Jack Gribbs	\$608.85
Christopher Stepien	\$4,718.53	Kevin Patrick	\$1,414.22	Chris Vandenberg	\$588.12
Steph Sweeney	\$4,611.84	Michelle	\$1,405.69	Nick Murphy	\$545.75
John Goodman	\$4,626.25	Christina	\$1,393.91	Thomas Verabam	\$496.57
Scott Hill	\$4,338.48	Christina	\$1,386.50	Jason Moore	\$494.63
Sabrina Lloyd	\$4,204.61	Christopher Clark	\$1,379.49	Katherine Georgiou	\$490.22
Elizabeth	\$4,103.51	Christina	\$1,365.93	Sharon Miller	\$474.60
Godley Varghese	\$3,947.89	Philip Pratt	\$1,343.90	Eric Miller	\$457.91
Dawn Sarmiento	\$3,804.96	Christina	\$1,278.63	Chris Johnson	\$445.44
Joseph Seygel	\$3,782.76	Demario Cooper	\$1,230.25	Megan Olson	\$442.73
Joshua Rains	\$3,588.65	Thomas Fitzroy	\$1,218.91	John Murphy	\$421.13
Melanie Cohen	\$3,532.91	Scott Mackwell	\$1,216.75	Dawn Johnson	\$397.24
Steven Johnson	\$3,329.10	Eric Stepien	\$1,192.55	John Murphy	\$393.69
Michael	\$3,280.64	Kevin Smith	\$1,173.78	John Lipp	\$384.98
Tom Lee	\$3,128.34	Victor Avellan	\$1,165.15	Aaron Johnson	\$349.47
Eric Lee	\$2,943.51	Kevin Smith	\$1,115.05	Nancy	\$324.66
Ronald Imhof	\$2,917.93	Sonny Gurney	\$1,109.60	Loren Barriere	\$318.90
Steve Strong	\$2,898.96	John	\$1,081.69	Ryan	\$316.72
Lynn Metzger	\$2,740.94	Paul	\$1,075.56	Kathleen Soutter	\$301.53
Chris Hunt	\$2,526.22	Mark Eiler	\$1,047.31	Ken Marshall	\$298.17
Stephen Snow	\$2,491.34	Christina	\$979.07	John	\$209.66
Conroy Pate	\$2,203.08	Scott McElroy	\$975.41	Kevin Smith	\$136.32
Samuel Cohen	\$2,266.00	Bede Kilani	\$960.44		
Travis Price	\$2,112.09	Tony Motley	\$895.75		
Krista Thieme	\$2,015.28	Morgan Taylor	\$874.92		
Scott Rehberg	\$1,986.43	Jeanne Washington	\$855.34		
Matthew Melhorn	\$1,893.90	Rachel Arena	\$831.67		
Amir Sedaghat	\$1,770.34	Tyler Hunt	\$810.68		
Michael Kaye	\$1,742.24	Proeti Sahgal	\$783.92		
Cathy Thompson	\$1,678.12	Susan Cooksey	\$771.66		
Steven Engvall	\$1,650.29	Dale Kuntz	\$770.10		
Francisco Perez	\$1,564.77	Tiffani Roland	\$763.34		

**Total \$234,275.71**



# Reinstatement Bonus

## May Bonus Qualifiers

David Jackson	\$1,656.07	Nabil Spahi	\$149.99
Babino Cardozo	\$1,294.25	Ross Ewen	\$138.97
Sami Mogannam	\$1,123.33	Sahgal Prezzi	\$130.01
Timothy Dawe	\$989.37	Beulcam Habbli	\$130.01
Tim Krueger	\$978.18	Lloyd Williams	\$110.20
Yvonne Hernandez	\$799.08	Rogberto Pedraza	\$110.01
Frank Gordon	\$778.96	Phillip Lee	\$105.87
John Wells	\$735.48	Norman Lew	\$104.07
Ann Szilagyi	\$537.95	Alan Silverman	\$103.77
Stephen Liberto	\$506.34	Cassie Franks	\$103.77
Richard Koeniger	\$486.84	Katari Koston	\$102.96
Max Quason	\$412.01	Egon Pui	\$102.34
Mark Hartzell	\$395.36	Davis Phillips	\$99.77
Samson Adedokun	\$375.74	Tisha Tucker	\$97.02
David Wang	\$316.49	Allan Rosen	\$92.24
Tracy Phinney	\$311.98	Lee van Delft	\$90.99
Mark Corbreen	\$310.34	Patrick Blanchette	\$90.61
Maricela Adams	\$291.38	Harmon Sobels	\$90.01
James Larkin	\$263.53	Terra Hawes	\$79.55
Nicholas Linnais	\$251.31	John Coffey	\$69.74
Arthur Westergren	\$247.01	Matthew Wolfanger	\$65.00
Samantha Choi	\$240.49	Richard Correa	\$61.72
Jane Corvera	\$231.80	Cezio Bonifazi	\$57.37
Phillip Humbel	\$212.25	Leonardo Pganucci	\$54.26
Patrice Wise	\$210.63	Michael Castell	\$52.02
Brian Schreier	\$207.59	Doug Zigly	\$46.53
Larry Hauck	\$190.83	David Gashorsky	\$43.10
Chonoloren Muijen	\$188.00	Brian Morse	\$38.99
Maryna Danielson	\$186.99	Lorene Barriere	\$31.32
Jeffrey Gullbond	\$179.58	Brandon Davis	\$29.01
Katherine Fallon	\$179.51	Christie Donald	\$29.01
Greg Stewart	\$177.33	David Bell	\$26.00
Joseph Ginski	\$173.50		
David Keams	\$167.25		
Adam Hezman	\$155.97		
Tiffany Rohoul	\$154.38		

**Total \$18,553.26**



# BR Bonus

## May Bonus Qualifiers

Qualifier	Bonus
Taina Lamelo	\$5,662.50
Brian Allt	\$3,206.95
Randy Teysseier	\$2,074.28
Lorenzo Lamelo	\$3,054.53
Michael van Fleet	\$2,938.46
Michael Noyer	\$2,808.82
David Kearns	\$2,325.52
Harjeet Rana	\$2,309.77
Robert Harris	\$2,223.86
Christopher Stephens	\$2,122.39
Tierra Bullock	\$2,059.05
Godley Varghese	\$2,007.92
Christopher Clark	\$1,933.66
Kevin Cilizen	\$1,916.92
Ryan Yoput	\$1,905.80
Sean Hall	\$1,874.93
Daven Hermosura	\$1,855.74
Michael Oronko	\$1,767.75
John Franklin	\$1,698.80
Alfred Brenner	\$1,695.11
Lily Tchen	\$1,668.75
Conny Helf	\$1,657.96
Robert Hughes	\$1,642.37
Ronald Imhof	\$1,630.49
Demetris Pashalidis	\$1,517.41
Marino Bara	\$1,508.23
Cheryl Futi	\$1,505.74
Richard Barlow	\$1,489.09
Steven Strong	\$1,483.90
Robert Shafer	\$1,413.76
Michael Kaye	\$1,393.79
Tracy Haden	\$1,350.03
Matthew Ho	\$1,300.56
Patrick Duray	\$1,281.67
Willie Hayden	\$1,280.51
David Montgomery	\$1,269.55
Michael Broker	\$1,267.62
Emmanuel Villasebor	\$1,270.07
Ilyan Hall	\$1,208.64
Diane Carrion	\$1,201.79
Karl Schuckert	\$1,201.72
Andrew Bishop	\$1,179.22
John Collins	\$1,139.90
Mathew Probst	\$1,134.63
Alex Grakhov	\$1,125.45
Duray Patrick	\$1,113.56
Kalisi O'Keefe	\$1,099.55
Pauline Ruff	\$1,095.98
Simon Arias	\$1,091.52
Dustin Raaum	\$1,071.75
Donny Bowen	\$1,070.35
Zachary Hart	\$1,067.55
Brenden Stewart	\$1,047.57
David Perry	\$1,039.47

Qualifier	Bonus
Robert Gentles	\$1,057.70
Arthur Greene	\$997.70
Stephen Wall	\$995.50
Rachel Buser	\$993.75
Daina Bosco	\$939.80
Phillip Humbel	\$916.44
Earle Harris	\$909.22
Rosalie Zwicker	\$908.98
Levar Morjan	\$902.28
Sabrina Lloyd	\$899.42
Shari Grays	\$897.65
Dennis Tomcombe	\$883.68
Danielle Nuerneste	\$882.35
Glyn Hunt	\$871.73
Matthew Gonzales	\$865.30
Brian Yastine	\$840.30
Robert Brannan	\$834.60
Samuel Cohen	\$828.53
David Faraway	\$812.60
Lloyd Scirell	\$811.16
Jim Read	\$775.48
Jennifer Wehrle	\$740.32
Patrick Mazzone	\$739.15
Walter Durant	\$729.66
Dawn McElwain	\$715.83
Adam Lorch	\$696.06
Susan Schreiber	\$682.98
LaTonya Tucker	\$679.95
Kim Burton	\$638.08
Beth Snow	\$637.90
Stefan Johansson	\$635.26
Raymond Riscari	\$634.94
Scott Rehberg	\$632.62
Jedney Hodgriks	\$632.35
Troy Plummer	\$631.59
David Romloe	\$629.34
Glenn Vandesande	\$627.32
Philip Prata	\$626.38
Michael Snow	\$623.30
Matthew Davison	\$616.40
Joseph Scygale	\$612.76
Thomas Soloweyko	\$612.63
Jose Lopez	\$608.68
Moswen Taylor	\$604.43
Scott Keeney	\$600.54
Richard Walsh	\$599.04
Rebecca Dillon	\$593.09
Richard Flores	\$592.67
Mark Corkrean	\$585.95
Ashlynn Orng	\$582.80
Kirk Kupsky	\$582.13
Volodymyr Derevyanyy	\$576.32
Brian Morse	\$575.14
Ryan Tucker	\$572.40

Qualifier	Bonus
Jeanne Washington	\$570.23
Rebecca Rusinok	\$567.36
Laura McCurry	\$565.37
Scott Mellgren	\$512.35
Cathy Thompson	\$510.81
Steven Edgell	\$480.31
Matt Pfeuffer	\$467.65
Srebanos LeBrasseur	\$467.12
Michael Quinn	\$443.09
London Burnett	\$414.14
Shawn Hollingsworth	\$413.73
David Kisselis	\$413.42
Michael Zorn	\$406.27
Michel Dickey	\$403.17
Thomas Galisan	\$397.25
Chad Neff	\$394.64
Katherine Georgiou	\$392.18
Robert Hamilton	\$391.63
Marghanie Cassano	\$361.42
Erin Thompson	\$340.10
John McGrath	\$335.82
Noel Aldes	\$333.43
Brandon Gorsans	\$323.40
David Melcher	\$321.59
Hovhanes Termartiresian	\$321.19
Bede Kilaw	\$320.15
Erickson Benzozine	\$316.54
Brian Blair	\$316.40
Benjamin Fos	\$316.25
William Myatt	\$312.65
David Goodram	\$312.29
Benjamin Vondrak	\$308.72
Francisco Perez	\$304.49
Eric Labossiere	\$304.19
Diego Azangopuerta	\$303.71
Herbert Adams	\$303.07
Cassian Caron	\$301.21
Delanda Milner	\$300.83
Bradley Ebriss	\$300.88
John Komorowski	\$299.32
Julieann Sagata	\$298.82
Tony Motley	\$298.58
Besa Dimitrova	\$296.96
Patricia Lee	\$296.34
Christopher Haacke	\$293.83
Ryan Neel	\$293.38
Jessica Cottrell	\$291.36
Drew Nelson	\$286.25
Iryna Sushkova	\$284.96
Donald Paul	\$280.49
Rachel Arenas	\$277.22
Andrea Barenholtz	\$276.82
Frank Soldo	\$274.79
Melissa Lusk	\$272.30

Qualifier	Bonus
Lacey Stoor	\$271.09
Brandon Braun	\$270.25
Tyler Hunt	\$270.23
Bradford Geddes	\$268.46
Cynthia Sittig	\$267.32
Michael Pappas	\$266.76
David Guzman	\$264.83
Erin Powell	\$262.71
Craig Strompf	\$262.46
Marco Chiu	\$258.95
Jon Hanor	\$256.65
Mark Beckford	\$252.60
Donald Christie	\$251.10
Mark Illeier	\$208.80
Justin Holloway	\$199.39
David Brister	\$197.64
Ricardo Subero	\$197.64
Matthew Lukesh	\$196.41
Kevin Wilson	\$192.78
Daniel Orr	\$192.42
Preeti Subgal	\$190.12
Tim McAdams	\$187.44
Walter Dine	\$184.71
David Wang	\$184.30
David Scheuermann	\$183.71
Hector Dessis	\$182.67
Scott Baker	\$179.90
Michael Mandella	\$175.46
Arian Silverman	\$174.84
Daniel Strader	\$174.76
Agatha Safford	\$173.81
Sung Kim	\$173.68
Martale Linker	\$173.15
Trisha Shepherd	\$171.79
Dale Kuntz	\$171.66
Amir Seilagiati	\$170.97
Lorena Barlere	\$170.98
Steven Burt	\$169.38
Ryan Grant	\$168.92
Brett Gryska	\$164.84
Susan Cooksey	\$164.62
Susan Bergh	\$164.16
David Lisowski	\$164.11
Sonny Gutney	\$161.55
Nicholas Engrax	\$160.82
Randolph Souliers	\$160.81

**Total Bonuses Paid Out**  
**\$160,898.32**



# Retention Bonus

QUALIFIER	BONUS*
Jose Lopes	\$4,227.95
Blanca Zaragoza	\$4,193.31
Kevin Appasamy	\$4,168.63
Roger Beals	\$3,916.62
Benham Halal	\$3,358.35
Robert Ulreich	\$3,464.41
Samantha Chui	\$3,378.02
Kelly McDonald	\$3,189.46
Marinela Achim	\$3,092.92
Peter Lila Lilomalava	\$3,054.53
Lily Tchen	\$2,969.32
Devoun Mooney	\$2,912.19
Edward Hanna	\$2,801.27
Max Quasem	\$2,798.09
Lee van Delft	\$2,743.60
Robert Hamilton	\$2,625.17
Steven Stensrud	\$2,608.78
Bradley Ellison	\$2,574.62
Timothy Cruise	\$2,527.52
Helen Taylor	\$2,435.32
Athar Sheikh	\$2,325.52
Natalie Soboleva	\$2,296.54
Kevin Haines	\$2,294.60
Jinzhou Zhao	\$2,282.34
Fialelei Nalini	\$2,252.76
Larry Maltz	\$2,229.04
Alex Bluhm	\$2,223.49
Joseph Moskwa	\$2,217.20
Marino Baca	\$2,191.75
Selina Aslana	\$2,166.47
David Jackson	\$2,150.26
Crystal Reeves	\$2,136.48
Faraj Mourad	\$2,112.81
Eli Ofert	\$2,112.31
Earnest Loveless	\$2,093.58
Yvonne Hernandez	\$2,073.51
Majong Sukhbaatar	\$2,011.98
Salman Quadri	\$2,007.92
Anthony Balsano	\$1,999.21
Ryan Grant	\$1,950.73
Cindy Craven	\$1,923.83
Kenneth Bowman	\$1,874.93
Joseph Massaro	\$1,855.74
Maria Esposito	\$1,836.50
Martha Souto	\$1,834.51
Kenneth Greer	\$1,801.01
Dorray Bowen	\$1,790.91
Herivelto Pereira	\$1,785.21
Michael Dupree	\$1,763.80
Bonnie Williams	\$1,751.05
John Baatz	\$1,742.72
Shaun McDonald	\$1,742.67
Jamod Turner	\$1,734.27
Thomas VanOsdel	\$1,715.84
Ruben Soberanes	\$1,713.27
Byron Paz	\$1,708.15
Karen McQuoid	\$1,697.91
Shoshannah Brancae	\$1,695.11
Albert Lau	\$1,668.75
Kenneth Madden	\$1,648.44
Justin Smith	\$1,640.84
Donald Snider	\$1,607.11
John Palmer	\$1,602.39
Andrea Barenholtz	\$1,585.93
Bert Feldman	\$1,584.98
Danny Aranda	\$1,578.69
James Larkin	\$1,543.02
Randolph Soulers	\$1,541.68
Al Sorisha	\$1,527.08
Melissa McCall	\$1,517.41
Jean Brinkmann	\$1,514.57
Kandice Earwood	\$1,508.23
Joshua Long	\$1,505.74
Patrick Coughlin	\$1,501.60
Benjamin Mancillas	\$1,408.10
Jesse Wise	\$1,472.22
Vanessa Kanaon	\$1,462.15
Garret Kun	\$1,461.66
Timothy Frahrs	\$1,445.46
Russell Morris	\$1,436.45
Andrea Yee	\$1,430.55
Stephen Wall	\$1,419.79
Beau Vastine	\$1,413.76
Desi Dimitrova	\$1,411.78

QUALIFIER	BONUS*
Greg Stewart	\$1,404.24
James Schneider	\$1,396.97
Wayne Fader	\$1,395.84
Alanna Saddler	\$1,393.79
Richard Klatt	\$1,388.52
Zulfikar Bhukera	\$1,388.07
Raju Korotana	\$1,386.63
Gabriel Feldmann	\$1,379.29
Paul Smoley	\$1,372.99
Ka Wing Yu	\$1,359.00
Kathy Mann	\$1,342.29
John Charlton	\$1,337.57
Joaquin Santos	\$1,329.74
Jonathan Swink	\$1,324.61
Michael Garrett	\$1,324.32
Tasha Tucker	\$1,323.69
Michael Boyer	\$1,317.45
Anel Fernandez	\$1,316.32
Andre Porter	\$1,302.90
Philip Currie	\$1,293.29
Kenji Leonard	\$1,291.34
Derek Spencer	\$1,282.14
Bedis Kilani	\$1,282.08
Jannielle Ramkissoon	\$1,280.51
Barbara Stillwell	\$1,279.74
Arnold Pasleb	\$1,277.81
Samson Adelefosu	\$1,273.45
Michael Sheets	\$1,272.64
Joey Kennedy	\$1,272.43
Sonya Dimsdale	\$1,269.55
Michael Polzer	\$1,267.40
Martin Flores	\$1,265.88
Hyungjun Kae	\$1,261.52
Gabriel Santos	\$1,257.67
Elias Mensloza	\$1,249.57
Lorenzo Lamelo	\$1,243.27
Allison Bankowski	\$1,243.03
Omar Delacruz	\$1,242.04
David Solomonov	\$1,234.67
Paul Sarma	\$1,233.25
David Ackerman	\$1,221.10
Mark Bleier	\$1,216.26
Ghina Malaney	\$1,208.64
Luis Bagundo	\$1,202.68
Angelika Vassileva	\$1,201.99
Mark Beckford	\$1,201.79
Kumi Halverson	\$1,201.72
Angela Agnew	\$1,201.26
Patricio Marnacay	\$1,191.05
Aaron Haskins	\$1,179.22
Olaf Johnson	\$1,170.23
Timothy Clark	\$1,166.80
Marco Chow	\$1,166.61
John Sparby	\$1,164.87
Sean Lacroix	\$1,151.68
William Gordon	\$1,133.82
Scott Florin	\$1,130.72
Raymond Lopez	\$1,127.43
Vincent LaRocca	\$1,125.70
Amanda Chizmadia	\$1,125.45
David Montgomery	\$1,099.90
Ungates Mafleo	\$1,099.55
Lacelia Knight	\$1,099.98
Robert Lynam	\$1,092.47
Daniel Vermillion	\$1,091.52
Raymond Rissoci	\$1,078.83
Lisandro Gonzalez	\$1,075.07
Christopher Babel	\$1,071.75
Rashad Royster	\$1,070.35
Rickie Sasser	\$1,069.47
Adam Faria	\$1,067.55
Dennis Titcombe	\$1,057.88
Dustin Klingebiel	\$1,047.57
Daniel Davidson	\$1,045.72
Clover Fox	\$1,043.13
Michael Webb	\$1,039.47
Flavia Braking	\$1,037.80
Duane Robertson	\$1,037.30
Mark McClatchey	\$1,034.17
Jerren Hughes	\$1,015.61
Jenny Sample	\$1,013.22
Zhao Guan	\$1,000.45
Tanner Robinson	\$997.70
James Prata	\$995.50

QUALIFIER	BONUS*
Harold Blount	\$995.75
Tingting Liu	\$991.29
Ronald Friedlander	\$989.66
Marissa Pascual	\$987.78
Moswen Taylor	\$983.28
Lacey Stoor	\$954.81
Terry Maybee	\$941.94
Karen Brown	\$939.80
Dan Rejin	\$933.08
Clayton Menezes	\$927.15
David Garbarskiy	\$916.89
Corby Jespersen	\$916.44
Maurizio Burroni	\$914.90
Kasali Kotum	\$909.22
Charles Zwicker	\$908.98
Herman Libman	\$908.53
Andre Abramovich	\$905.95
Julie Wells	\$903.92
Salvatore Pennisi	\$902.28
Jessica Rouseville	\$900.35
Rudi Camenzind	\$900.26
Thomas Parker	\$899.96
Benjamin Ainscough	\$899.89
Ansumana Sirleaf	\$899.47
Larry Chick	\$898.59
Jelly Ann Escobar	\$897.65
Reah Kuaupio-Bradley	\$895.86
Diego Arango-Puerta	\$889.51
Jay Meyer	\$887.95
Wayne Coulombe	\$887.10
Carl Boldon	\$885.11
Daniel Summers	\$882.35
Michael McIntosh	\$882.18
Blake Higuchi	\$879.10
Rory Croxford	\$875.11
Michael Nelson	\$867.53
Adam Kahn	\$865.17
Timothy Dawe	\$859.14
Kelly Brooks	\$858.74
Jessica Cortrell	\$855.66
Daniel Jones	\$851.05
Anthony Mutter	\$843.77
Jason James	\$840.30
Jamie Zeigler	\$834.66
Eric Kieler	\$828.53
Omar Hashimi	\$825.11
Sheri Brendle	\$824.86
Curt Snow	\$824.67
Kathleen Logsdon	\$819.07
Anne Langevin	\$819.04
Shawn Johnstone	\$812.60
Christina Johnson	\$811.80
Archie King	\$811.16
Steven King	\$810.78
Paul Bailey	\$806.02
Jonathan Rosenfield	\$804.07
Paul Manley	\$800.03
Matthew Cartwright	\$788.86
Thomas Tulowiecki	\$785.21
Kouassi Appiah	\$783.07
Anthony Cheung	\$774.83
Brian Bowyer	\$771.48
Jasvir Cheema	\$749.65
Jesse Zwack	\$741.17
Michel Belanger	\$739.75
Troy Plummer	\$730.26
Timothy Nolan	\$725.67
Pamela Drury	\$720.67
Denise Batts	\$715.83
Ana Aguilar	\$682.98
Adnan Collier	\$683.56
Norma Sauls	\$639.95
Richard Walsh	\$639.24
Yvonne Matos	\$638.84
Jacob Mayer	\$638.08
Myles Todd	\$637.91
Paul Porter	\$636.44
Alex Gonzales	\$636.00
Robert Decker	\$635.36
Adam Miller	\$634.94
Robert Webb	\$634.29
Keith Holcomb	\$632.62
Andrew Ouellette	\$632.35
Pao Vue	\$631.59



# Retention Bonus

QUALIFIER	BONUS*
Nicole Winn	\$630.08
Everett Law	\$629.34
Charles Tang	\$627.32
Donna Wright	\$626.76
Leslyn Vieira	\$626.30
Robert Crockett	\$623.30
Stephen Bendure	\$623.16
Alan Rosen	\$621.60
Adain Hicks	\$616.41
William Doremus	\$614.83
Mahir Khajaf	\$612.63
Ineida Andrade	\$608.60
Gregory McMeckan	\$607.51
Hasimat Saleh	\$606.93
Lynda Williams	\$605.93
Aaron Burke	\$602.57
Daniel Steele	\$600.54
Prier Havens	\$599.24
Scott Neil	\$599.04
Jackie Alston	\$595.50
Sylvia Parson	\$593.09
Gevorg Yanukyan	\$592.67
Sharon Early	\$591.62
Nikki Woods	\$587.44
Josue Bemal	\$585.95
Djenabou Diallo	\$585.51
Marion Maguire	\$582.80
Jodi Maunder	\$582.68
Aaron Gebke	\$582.13
Candace Lierd	\$581.03
Silane Hedberg	\$578.32
Robert Patalano	\$576.06
Scott Cooksey	\$575.42
Lorna Yang	\$575.14
Kevin Coleman	\$573.24
Kimberly Jones	\$572.40
Edward Daniel	\$567.05
Sean O'Hara	\$565.14
Jeannette Ruff	\$512.35
David Scheuermann	\$506.82
Ashley Davis	\$496.31
Matthew Houston	\$493.16
Dona Blake	\$487.93
Reginald Rodgers	\$475.33
Sarah Swenney	\$474.51
Justin Germany	\$466.79
Lorie Keller	\$461.12
Gerald Hayes	\$460.48
Heather Putman	\$458.15
Kelly Kyrle	\$419.36
Chad Neff	\$417.71
Roderick Nelson	\$416.45
Josilwa Gitomer	\$416.32
Peter Pitale	\$415.71
Christopher Wakefield	\$415.14
Steven Lambert	\$414.85
Robert Drake	\$414.14
Leah Ishigo	\$413.73
Darin Hershfeldt	\$413.46
Dustin Dunbar	\$413.42
Christopher Fessler	\$413.41
Amy Buskas	\$411.87
Erickson Bencosme	\$409.92
Brent Lerch	\$409.61
Eric Clock	\$406.27
Michael Jacobs	\$403.17
Demetrius Carroll	\$402.97
Linda O'Donnell	\$402.31
Jeffery Thiel	\$398.21
Corey Derocher	\$397.25
Jerrell Little	\$396.65
Nbera Pomare	\$396.35
Denise Leslie	\$396.40
Amelia Adams	\$395.78
Jason Smith	\$394.64
Matthew Dean	\$393.68
Frank Martinez	\$392.18
Aaron Malave	\$391.63
Ann Hylton	\$340.39
Patrick Robitaille	\$335.82
Tu Nguyen	\$333.43
Jeff Lamar	\$323.49
Chase Nolte	\$321.59
Jean-Raphael Kishka	\$321.19

QUALIFIER	BONUS*
Stephane Bartlett	\$320.15
Damon Greathouse	\$318.91
Anthony Williams	\$316.69
Arjai Jackson	\$316.54
Alberto Alcalá	\$316.54
Carol Slaughter	\$316.40
Brandon Mackey	\$316.25
Cody Welch	\$313.99
Thomas Delaney	\$312.65
Jason Green	\$312.29
Flourde-Lee Lowrance	\$311.53
Che Zong	\$311.27
Damien Brodie	\$309.81
Devin Morin	\$309.80
Antonio Salazar	\$308.94
Casey Carlson	\$308.72
Nelson Sprague	\$308.63
Gary Kosch	\$306.44
Sung Kim	\$304.69
Krystal Watson	\$304.31
Wesley Momotuk	\$304.19
Larry Hardeman	\$303.97
Ryan Waters	\$303.71
Christine Durrer	\$303.07
Adam Shusheski	\$301.21
Cary Pimentel	\$301.03
Julianina Jones	\$300.83
Matthew Lukesh	\$300.29
Travis Hileman	\$300.18
Egest Kailashi	\$299.32
Rivkah Stansfield	\$298.82
Samuel Griffith	\$298.58
Lydia Garcia	\$298.46
Carol Phillips	\$297.46
Deborah Anderson	\$296.96
Matthew Krapf	\$296.34
Kevin Willis	\$294.49
Dustin Craig	\$294.03
Shawn Evans	\$293.83
Brian Brewer	\$293.38
Alisha Klutz	\$292.99
Alberto Pirela	\$292.06
Gabriel Maciel	\$291.36
Dorothy Thompson	\$286.48
Charles Stutz	\$286.45
Akhtes Mariek	\$286.25
Natasha Bollers	\$284.96
Michael Ghaq	\$283.75
Thomas Hunt	\$283.05
Hannes Bloomfield	\$281.11
Andrew Antonini	\$280.91
Carlos Caro	\$280.49
Christian Richards	\$279.29
Toni Sanders	\$279.18
Michelle Scharlau	\$277.52
Bradley Shuter	\$277.22
Rebecca Oealer	\$276.82
Ka Yang	\$275.72
Carl Brown	\$274.79
Cameron Holeda	\$274.73
Spencer Brown	\$272.70
Daniel Burnell	\$272.38
Michael Wojtasik	\$272.31
Kristen Caskey	\$272.30
Dwayne Powell	\$271.09
John Paul	\$270.25
Tyler Veineme	\$270.23
Quinn Robson	\$268.82
Derek Wiens	\$268.46
Matthew Basham	\$267.32
Daniel Carriolo	\$266.76
Christopher Hartnett	\$266.75
Margarita Kagan	\$266.34
Travis Eick	\$264.83
Karen Fox	\$264.63
Ryan Scharzman	\$262.71
Michael Weppeler	\$262.46
Larry Haws	\$262.28
Gregory Myers	\$260.92
Christian Onesod	\$260.80
Kyle Kothoff	\$259.00
Nancy Tiosa	\$258.95
Jason Glenn	\$257.68
Evan Corner	\$256.65

QUALIFIER	BONUS*
Oscar Chavez	\$255.43
Steven Rogers	\$253.13
Edwin Soler	\$252.60
Rafael Urgino	\$251.65
Jessica Otremba	\$251.10
Jessica Nies	\$208.60
Johnny Yang	\$199.39
Steven Burt	\$198.81
Albert Ayala	\$198.80
Jason Capel	\$197.64
George Tuttle	\$197.64
Richard Braden	\$197.08
Eric Wright	\$196.41
Sinyon Ilin	\$194.86
Nicole Ruffin	\$194.27
Desiree Schulz	\$192.78
Heidi Demont	\$192.42
Max Quinones	\$192.23
Joe Griffin	\$191.02
Frantz Mirassaint	\$190.90
Mai Nguyen	\$190.12
Aliou Diarra	\$190.10
Carie Franks	\$188.95
Michael Knight	\$188.84
Janelle Jones	\$187.44
Josh Brady	\$186.28
Richard Piazza	\$185.51
Whitney Stevens	\$184.71
John Peterson	\$184.30
Craig Minter	\$183.75
Michael Battisti	\$182.67
David Ramirez	\$181.42
Brian Wells	\$179.90
Amanda Tenerio	\$178.97
Jan Iovelli	\$177.63
Justin Holloway	\$175.46
Kenneth Troscclair	\$175.35
Terry Knudson	\$174.84
Patrick Mellies	\$174.76
Noel Taylor	\$173.81
Ruth Rollan	\$173.68
Jimmy Tchen	\$173.15
Michelle Doss	\$171.79
Stephen Parry	\$171.66
Stephen Douglass	\$171.55
Lorin Owen	\$170.97
Kisha Lane	\$170.08
Mehmet Zivati	\$169.38
Paul Shipway	\$168.92
Matthew Malanga	\$167.25
Elizabeth Montgomery	\$165.93
Jelaina Hansborough	\$165.56
Christine Zeiders	\$164.84
Dendie Wilson	\$164.62
Diana Walters	\$164.16
Douglas Gallacher	\$164.16
Ronald Thomas	\$164.11
Lanelle Pennington	\$163.80
Steven Danotrea	\$162.82
Luis Rosado	\$162.61
Michael Washburn	\$161.55
Jeremy Engrav	\$160.82
Bill Duncan	\$160.81

**Total Bonus Paid Out**  
**\$425,541.97**